

ARL LOGISTICS

This job will allow you to work remotely.

Job Description

Title	Logistics Sales Manager
Department	Logistics
Reports To	Director of Sales
Job Grade	Exempt

Job summary

The Logistics Account Manager is primarily responsible for building a portfolio of clients via prospecting, networking, and referrals. At the same time the Logistics Account Executive will provide existing clients with the highest level of service and support in order to retain their business, grow their accounts and gain referrals.

Summary of essential job functions

- Identify, qualify and generate new business by adding and retaining clients to achieve set revenue goals
- Act as point of contact for customers regarding all matters in respect to business with Veterans Logistics and its vendors
- Identify services and pricing that meet customer's need in order to obtain business objectives
- Work with logistics operations team to introduce new clients to Veterans Logistics Network's service offerings
- Increase revenue of key customers by supporting, developing and implementing key account strategies
- Maintain an active sales pipeline to ensure revenue growth YOY
- Work with the Billing Department to handle all carrier/customer issues in a timely manner.
- Entrepreneurial spirit and success driven attitude
- Maintain and manage accurate records and submit them in a timely manner
- Manage all aspects of your business to ensure profitability for the company
- Other duties as required by business needs or as assigned

Minimum Requirements

- PC proficient (Microsoft Office preferred), communication and organizational skills
- Advanced data entry/computer skills, able to simultaneously handle multiple phone lines, strong work ethic, energetic, fast learner, strong negotiation and persuasion skills, self-directed and good problem solving skills, ability to work in a fast paced environment with rapidly changing priorities, strong verbal communication skills face to face and over the phone

Minimum Qualifications

- Bachelor's Degree or work experience in related field preferred
- Transportation and Sales experience preferred

Please direct resumes to: veterans@arlnetwork.com

Disclaimer

The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel so classified. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed.